

Comparisons of Job Characteristics

Focus Occupation: Insurance Underwriters (13-2053)

Associated Occupation: Insurance Sales Agents (41-3021)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

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<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 63

Focus Occupation: Insurance Underwriters (13-2053)

Associated Occupation: Insurance Sales Agents (41-3021)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	20.5	12.4	<<	Extensive education and/or training may be required
Sales and Marketing	5.2	18.4	7.8	<<	Extensive education and/or training may be required
Clerical	7.3	13.3	10.5	<	Expanded education and/or training may be required
Economics and Accounting	4.4	11.6	7.6	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 92

Focus Occupation: Insurance Underwriters (13-2053)

Associated Occupation: Insurance Sales Agents (41-3021)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Active Listening	11.0	14.0	13.2	0	Current skill level may be sufficient
Persuasion	7.4	11.5	6.7	<<	Extensive development of skills in this area may be required
Service Orientation	7.9	11.5	8.5	<<	Extensive development of skills in this area may be required
Negotiation	6.8	10.5	6.9	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 98			
Focus Occupation: Insurance Underwriters (13-2053) Associated Occupation: Insurance Sales Agents (41-3021)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Comprehension	12.5	14.3	13.2	0	Current ability level may be sufficient
Oral Expression	12.4	14.3	12.8	<	Some improvement in abilities may be required
Written Comprehension	11.0	14.3	14.3	0	Current ability level may be sufficient
Written Expression	9.8	12.9	12.5	0	Current ability level may be sufficient
Speech Clarity	10.2	11.8	9.8	<	Some improvement in abilities may be required
Speech Recognition	9.9	11.4	9.5	<	Some improvement in abilities may be required
Mathematical Reasoning	6.3	8.0	8.1	0	Current ability level may be sufficient
Time Sharing	6.6	7.4	5.9	<	Some improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 85
Focus Occupation: Insurance Underwriters (13-2053) Associated Occupation: Insurance Sales Agents (41-3021)		
Work Activities	Exclusivity of Activity	
Evaluate degree of financial risk	82	
Follow contract, property, or insurance laws	70	
Inspect property	85	
Make decisions	24	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common	Similarity of Focus Occupation to Associated Occupation: 94
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Focus Occupation: Insurance Underwriters (13-2053)
Associated Occupation: Insurance Sales Agents (41-3021)

Tools and Technologies	Exclusivity
Computers	1
Content authoring and editing software	1
Content management software	6
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.